



Technology exchange brings together businessmen from ASEAN and Canada

CANEX '83 WAS HELD in Singapore June 7-9, bringing together a select group of businessmen from Canada and the ASEAN region for what has become a unique annual event, designed to encourage cooperative business ventures and thereby strengthen Canada's ties with the region.

The three-day technology exchange was organized by the Canadian International Development Agency through its industrial cooperation program. CIDA selected 19 Canadian companies as participants, a group chosen both for their advanced manufacturing and technological capabilities and for their interest in the region.

Representatives of these companies were joined by 110 delegates from companies in all five ASEAN countries who likewise were carefully chosen for Canex '83. Canadian missions in the region selected the ASEAN businessmen, matching their interests and experience with the companies and products being featured at the exhibition.

The session was opened on June 7 by Lewis Perinbam, Vice-President of CIDA, who told the businessmen that the Canex program was intended to foster long-term relationships between Canadian companies and their counterparts in ASEAN.

"For ASEAN, we hope it will result in the creation of more jobs, the transfer of technology and will enable ASEAN countries to achieve a greater share of world industrial enterprise," Mr. Perinbam said. "For Canada, we hope it will enable us to learn from your experience and will lead to joint-ventures and other

collaborations, so that together we can gain access to new markets and bring benefits to our respective countries in new ways."

During the three days, the Canadian businessmen were able to discuss their interests in the region and demonstrate their companies' products and capabilities in meetings with the ASEAN delegates. More than 600 of these consultations took place.

It may take many months for cooperative agreements to be concluded; however there were a number of joint-venture discussions launched at the session.

In addition, there were other signs of expanding Canadian interest in the region. Two of the participants — Mark Hot Inc. of Montreal which manufactures air conditioning equipment, and Caproco Corrosion Prevention Ltd. of Edmonton which studies

techniques for use in the oil and gas industry — are planning to open offices in Singapore. A third company, K-Vet Ltd. of Cambridge, Ontario, which makes agricultural products, has hired a consultant to investigate further the opportunities in the region.

Canex '83 was the third technology exchange organized by the High Commission in Singapore for the ASEAN region. CIDA pays basic travel and hotel expenses for participants and seeks to encourage collaboration by inviting companies which have the technical, managerial and financial strengths necessary for undertaking joint-ventures. Once potential partners are identified, companies may apply to CIDA for additional financial support, which may include up to \$100,000 to help defray the costs of a viability study for an individual project.



Company representatives discuss their products with ASEAN businessmen.

Canada to provide library assistance for ASEAN Secretariat

AT A RECENT CEREMONY in Jakarta, Canada's Ambassador to Indonesia, Earl Drake, exchanged letters of agreement with the Secretary General of ASEAN, Chan Kai-Yau, on a project for Canadian technical assistance to the ASEAN Secretariat.

The project calls for the provision of \$50,000 for the preparation of a prefeasibility study on the ASEAN Secretariat's library requirements. Under the project, which is expected to last from one to two years, it is envisaged that the services of an expert on libraries will be engaged for the preparation of

the study, and related equipment procured.

In remarks made to the assembled dignitaries at the ASEAN Secretariat's headquarters, Ambassador Drake pointed out the crucial role played by libraries in an organization such as a secretariat. He expressed the hope that this modest project would, in his words, "make a lasting contribution to the ASEAN Secretariat as it moves forward to face the challenges of the future". Ambassador Drake also reviewed the record of Canada-ASEAN cooperation in the recent past. Pointing in particular

to the Economic Cooperation Agreement and the convocation of the inaugural meeting of the Joint Consultative Committee established under the Agreement, he expressed the view that Canada-ASEAN relations show "excellent potential for further development in the future".

Secretary General Chan Kai-Yau, thanked Ambassador Drake for Canada's assistance in this project, noting that the question of library facilities was one area in which the ASEAN Secretariat in Jakarta stood in clear need of support.